

FINANCIAL TIMES **Guides**

MANAGEMENT

HOW TO MAKE A DIFFERENCE
AND GET RESULTS

ANN FRANCKE



Praise for *The Financial Times Guide to Management*

‘Practical, concise and full of tips every manager needs to know, *The Financial Times Guide To Management* provides a powerful guide for leaders at every level.’

Arianna Huffington, Chairman, President and Editor-in-Chief of the Huffington Post Media Group

‘Amidst the myriad of books on leadership, this guide presents an unusually concrete, comprehensive and practical set of principles and learnings for managers at every level.’

John Pepper, Former CEO & Chairman, P&G; Former Chairman, Walt Disney

‘This is clear, encouraging and packed with good sense – just like its author. A winner.’

Eleanor Mills, Editorial Director, The Sunday Times

‘Management means bringing out the best in people, but who brings out the best in a manager? Ann Francke’s book deserves to become an important part of the answer.’

Gavin Patterson, CEO, BT

‘Great compilation of management theory and best practice, with good input from influential practitioners.’

Cilla Snowball, Group CEO and Group Chairman, AMV BBDO

‘*The FT Guide to Management* is an excellent resource for anyone interested in becoming a better manager, wherever they are in their career.’

Paul Geddes, CEO, Direct Line Group

‘A resource and guide for every manager with the humility to learn from the insights and experiences of those who took the trouble to do the right thing.’

Dame Carol Black, Chairman, Nuffield Trust; Principal, Newham College

FT Guide to Management

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